Message Text

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ACTION AF-06

INFO OCT-01 EB-07 ISO-00 AID-05 CIAE-00 FRB-03 INR-07

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R 090845Z JUL 75 FM AMEMBASSY LIBREVILLE TO USDOC WASHDC AMEMBASSY ABIDJAN USMSSION GENEVA INFO SECSTATE WASHDC 6607

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E.O. 11652: N/A TAGS: BEXP, GB, US

SUBJ: MESSAGE FOR CATERPILLAR

1. CHARGE VISITED JULY 7 BY PIERRE GAUTHERON OF TRACTAFRIC, LOCAL CATERPILLAR REPRESENTATIVE. GAUTHERON STATED THAT GOG USING FRENCH CREDIT TO ESTABLISH TRAINING SCHOOL AT FOUGAMOU FOR DRIVERS AND MECHANICS OF TRACTORS, GRADERS AND OTHER CATERPILLAR TYPE EQUIPMENT. TRACTAFRIC BELIEVES THIS SCHOOL GOOD IDEA. COFACE (FRENCH EXIM BANK), ORIGINALLY WILLING TO GIVE LOAN AND GUARANTEE FOR TRAINING EQUIPMENT TO BE PURCHASED BY SCHOOL, BUT GOG DOES NOT WANT TO PURCHASE FRENCH EQUIPMENT BECAUSE IT POOR QUALITY. HOWEVER, COFACE APPARENTLY WILLING TO GUARANTEE GOG PAYMENT FOR PURCHASE OF KOMATSU EQUIPMENT FROM LOCAL DEALER. WHILE QUANTITY OF EQUIPMENT INVOLVED ONLY ABOUT 57 MILLION CFA (DOLS 285,000), TRACTAFRIC EXTREMELY WORRIED THAT THIS WILL GIVE KOMATSU BIG BOOST IN GABON. DRIVERS AND MECHANICS TRAINED ON KOMATSU EQUIPMENT WOULD OBVIOUSLY PREFER KOMATSU, AND ANY COMPANY THAT HIRED GRADUATES FROM SCHOOL WOULD BE MORE LIKELY TO BUY KOMATSU INSTEAD OF CATERPILLAR. LIMITED OFFICIAL USE

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- 2. DIRECTOR OF TRAINING IN MINISTRY OF PUBLIC WORKS FAVORS CATERPILLAR EQUIPMENT FOR SCHOOL BUT, AS THINGS STAND NOW, KOMATSU WILL BE PURCHASED BECAUSE OF COFACE GUARANTEE. THUS, GAUTHERON HOPES CATERPILLAR CAN WORK SOMETHING OUT EITHER WITH EXIM OR COMMERCIAL BANK TO FINANCE THIS FAIRLY SMALL CONTRACT, OR AT LEAST PROVIDE GUARANTEE.
- 3. EQUIPMENT INVOLVED IS D6C POWER SHIFT AND D6C DIRECT DRIVE, BOTH WITH LOGGING EQUIPMENT, AND TYPE 120G GRADER.
- 4. ABIDJAN REQUESTED TO PASS ABOVE TO CATERPILLAR REP LUC HENRIOD (TEL. 35-77-21), AND GENEVA REQUESTED TO PASS CATERPILLAR REP FRANCIS CAREPA (TEL. 20-62-22).
- 5. DECLASSIFY ON RECEIPT. BAAS

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Message Attributes

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